



# Cleveland District Office News

*Information for the Small Business Community*

February 2007

**U.S. Small Business Administration**  
Cleveland District Office

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**For More Information**  
**SBA Home Page: [www.sba.gov](http://www.sba.gov)**

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam.
- For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk: 1-800 U ASK SBA
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*All of the SBA's programs and services are provided to the public on a non-discriminatory basis.*



## Jovita Carranza Appointed SBA Deputy Administrator



*Deputy Administrator Jovita Carranza*

Jovita Carranza was sworn in Dec. 15, 2006, as Deputy Administrator of the U.S. Small Business Administration. President George W. Bush nominated her for the post and she was confirmed by unanimous consent by the U.S. Senate on Dec. 9, 2006.

As Deputy Administrator, Carranza serves as second in command to Administrator Steven C. Preston. She helps to manage an agency with more than 80 field offices across the country and a portfolio of direct and guaranteed business loans, venture capital investments and disaster loans worth almost \$80 billion. Carranza currently leads key operational improvement initiatives and projects designed to improve customer response.

Carranza brings to the SBA more than 30 years of successful corporate experience at UPS. Through her work with the small business community throughout her career, she has a keen understanding of this vital sector of the U.S. economy. Carranza started at UPS in 1976 as a part-time, night-shift box handler in Los Angeles and worked her way up to vice president managing domestic operations and president of international operations for Latin America and the Caribbean. Most recently, she was vice president of air operations for the worldwide package-shipping company at its facility in Louisville, Ky., where she oversaw the cutting-edge automated package processing operation.

Carranza has also been extensively involved in community and civic activities. She has served as a board member for several national nonprofit organizations such as the National Center for Family Literacy and United Way. She also has been involved in the UPS Congressional Contact program, chaired corporate committees responsible for global strategies and has had experience with public speaking and advisory councils in multiple venues. For her outstanding accomplishments throughout her career, Hispanic Business magazine named her Woman of the Year in 2004. A native of Chicago, Carranza earned her MBA from the University of Miami (FL). She also has received executive, management and financial training at the INSEAD Business School in Paris, France, the University of Michigan and the University of Chicago. ♦

## Youngstown Initiative Roundtable Meeting Creates Excitement

On January 24, 2007, a roundtable meeting with local lenders was held at the Chevrolet Centre in Youngstown. Gil Goldberg, Director of the SBA Cleveland District Office, Youngstown Finance Director David Bozanich, and T. Sharon Woodberry of the city's Economic Development Office spoke at the roundtable.

An informative and energetic exchange took place between Mr. Goldberg, the city officials and the local bankers. Discussed were the latest developments of the Youngstown Initiative, conditions of the local economy, how to best market the Initiative, and how to make Youngstown and the Initiative known on a national level. One of the important points stressed was that the City of Youngstown has plenty of funds and incentives to use for the Initiative the next few years, but more deals need to be found to use those funds.

A recent article in the New York Times magazine spotlighted Youngstown as a city fighting its way back to prosperity. Youngstown, at its steel production peak, had a population of 170,000 residents. Now the city has 80,000 residents. However few communities of that size can boast a symphony orchestra, two respected art museums, a university, a generously laid-out downtown, and an urban park larger than Central Park. Instead of trying to recapture its industrial past, Youngstown hopes to capitalize on its assets, its high vacancy rates, and underused public spaces, to become a culturally rich bedroom community located between Cleveland and Pittsburgh.

With the City of Youngstown having \$1.5 million plus in new funds for 2007, the city can provide qualifying businesses with increased performance grants up to \$100,000 (20% of project cost) along with 75% tax abatements, waiver of city permit fees, demolition grants up to \$50,000, facade and technical assistance grants. The participating banks have agreed to make SBA guaranteed loans to borrowers within the City of Youngstown at prime interest rate. The SBA loan can be a 7(a) loan up to \$2,000,000 maximum or a 504 loan up to \$4,000,000. ♦



*City of Youngstown Finance Director David Bozanich discusses the initiative with SBA Cleveland District Director Gil Goldberg and T. Sharon Woodberry, Deputy Director of Economic Development for the City of Youngstown. Peter Duran of Charter One Bank is in the foreground.*



*Don French, Executive Director of the Mahoning Valley Community Development Corporation and Lisa Rucker, Vice President of National City Bank share a light moment at the conclusion of the productive session. In the background City of Youngstown's T. Sharon Woodberry, David Howard of Sky Bank and Jim Stallsmith of National City Bank review the meeting with colleagues.*



*District Director Gil Goldberg and Rex Knisler of First National Bank compare notes after the roundtable. Jennifer Kachmar and Dave Howard of Sky Bank are in the background.*

### Matchmaker 2007 Coming Soon! March 20<sup>th</sup> and March 21st, Jacobs Field

Sponsored by The Urban League of Greater Cleveland and the U.S. Small Business Administration.  
A great opportunity for small businesses to network with Federal, State, local and large company buyers.

## Fundamentals of Export Controls Seminar to be Held

On March 6, the Cleveland U.S. Export Assistance Center will hold a seminar on the fundamentals of export controls. The seminar will run from 8:00 a.m. to 4:00 p.m. and will be held at the Holiday Inn, 6001 Rockside Road, Independence (call 216-524-8050 or go to [www.holidayinn.com](http://www.holidayinn.com) for directions). Participating agencies are the Bureau of Industry and Security (BIS), U.S. Census Bureau, Office of Foreign Assets Control (OFAC), U.S. Customs and Border Protection and the Cleveland Division of the Federal Bureau of Investigation (FBI) and Overseas Security Advisory Council. In addition, a free networking reception sponsored by the Northeast Ohio International Business Network will follow the session from 4:15 p.m. to 6:30 p.m. and is open to participants as well as local international companies.

Cost is \$195 for the first company representative and \$165 for additional company representatives. Includes breakfast and lunch. Register at <http://www.buyusa.gov/greatlakes/exportregscleve.html>. Sponsorship opportunities are available, please contact Heather McAdam at 216-522-4732 or [Heather.McAdam@mail.doc.gov](mailto:Heather.McAdam@mail.doc.gov) for additional information. ♦

### SBA Administrator Proposes More Support for Veterans

Administrator Steven C. Preston of the SBA has issued the following statement: "I am delighted that Sen. Kerry has chosen to focus on America's veterans in his first hearing as Chairman of the United States Senate Committee on Small Business and Entrepreneurship. The U.S. Small Business Administration, including our nearly 800 veteran employees, is also committed to serving those who are serving our nation. We have done a great deal to date, and we intend to do more.

"Under President Bush's Executive Order 13360, the SBA is responsible for helping other federal agencies meet the requirement to award 3 percent of their contracts to service-disabled veteran-owned small businesses (SDVOSB). This is an ambitious goal, as fewer than 1 percent of all small businesses are SDVOSBs. However, SBA and the Department of Veterans Affairs are leading by example: both agencies exceeded the 3 percent goal in FY 2006.

"Government-wide, substantial progress is also underway: from FY 2004 to FY 2005, the most recent years for which data is available for all federal agencies, federal contracting with SDVOSBs increased 58 percent to \$1.9 billion. And last month the General Services Administration announced contract awards to more than 40 SDVOSBs, with a potential value of \$5 billion over the life of the contracts.

"Early this month, the White House's Office of Federal Procurement Policy and SBA sent a joint letter to the heads

## IMPORTANT NEWS FOR SBA LENDERS

*All Loans to be Centrally  
Processed Beginning March 19th*



The Small Business Administration (SBA) is pleased to announce the opening of its Standard 7(a) Loan Guaranty Processing Center (LGPC) as part of its continuing effort to improve customer service. This change is designed to allow us to serve you and our mutual small business concerns in a more efficient manner.

**As of March 19, 2007, the LGPC will process all standard 7(a) loan guaranty applications from lenders in the territory of SBA's Cleveland District Office.**

Instructions for submitting 7(a) loan applications are available online at the SBA's banking website, [www.sba.gov/banking](http://www.sba.gov/banking).

The mission of the Center is to efficiently process 7(a) loan guaranty applications and to provide assistance and oversight, as necessary, to lenders before and after submission.

The LGPC has two physical locations, one in Hazard, Kentucky and one in Sacramento, California. The two locations are, however, linked technologically into one process for efficiencies and optimal staff utilization.

This centralization has been designed to provide increased standardization of the loan origination process, as well as a more consistent response time for lenders. The ultimate goal of the Center is to provide professional and timely service to SBA's valued lending partners.

You, as an SBA lending partner, can help in the achievement of that goal by using the Centralized 7(a) Loan Submission Instructions when submitting loan packages to the center.

Our office is available to assist our lending partners through this transition. Please contact us at (216) 522-4180 with your questions, concerns, and training needs.

Lenders may also contact the new LGPC with questions by calling (916) 930-2450, or via e-mail at [7aquestions@sba.gov](mailto:7aquestions@sba.gov). ♦

of other federal agencies, reaffirming our commitment to the 3 percent goal across government. To help achieve that goal, SBA has increased the staff of the Veterans Business Development office by 50 percent this year. If Congress acts on our request to address the \$21 million shortfall in our operating fund we will dedicate more resources to this effort this year; if not, we will prepare to further ramp up our training and oversight next year." The SBA and its Office of Veterans Business Development provide comprehensive assistance, outreach and support to veterans. ♦